

QUALIFICATIONS OF THE APPRAISER

DANA RICHARDSON

EDUCATION

College

- 1986-1987, Oklahoma State University - Okmulgee, OK
- 1987-1989, State Technical Institute of Memphis, Memphis, TN

Professional Courses/Seminars

- Course 410: National USPAP
- Real Estate Appraisal Principles
- Real Estate Principles
- Real Estate Law
- Residential and Light Commercial Construction Process
- Estimating Construction Costs
- Principles Of Income Capitalization (I and II)
- Real Estate Appraisal Applications
- Uniform Standards of Professional Appraisal Practice
- Fair Housing
- Environmental Issues
- Red Flags Property Inspection
- Risk Management
- Real Estate Fraud and the Appraiser's Role
- Current Issues in Appraising
- Appraising the Oddball: Nonconforming & Difficult Properties
- 2-4 Family Appraisal Process
- Special Purpose Properties
- Subdivision Analysis
- Small Hotel/Motel Valuation
- 7 Hour USPAP Update (4/10)
- Appraising Distressed Commercial Real Estate
- Appraisal Curriculum Overview
- Hotel Appraising: New Techniques for Today's Uncertain Times
- Business Practices and Ethics
- Subdivision Valuation
- Apartment Appraisal, Concepts & Applications
- Strategies for Successfully Appealing a Real Estate Tax Assessment

901.753.6977 ext. 14
Fax: 901.753.7591

dana@ciappraisal.com
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EMPLOYMENT

- 2/96 to Present: Staff Appraiser of C & I Appraisal Services, Inc.; Perform appraisals on multiple types of commercial and industrial properties; specialize in hospitality properties, subdivision analysis and vacant land
- 2/96 to 12/06: Affiliate Broker for C & I Realty, Inc.; real estate sales
- 2/96 to 12/01: Operations Manager of Hospitality Appraisal Services, LLC; Manage appraisal process and perform appraisals in Hotel/Motel valuation in the continental U.S.
- 2/90 to 2/96: Engaged as a staff appraiser with Appraisal Associates, Inc., Residential property manager for Morris Property Management, Affiliate Broker for Crye-Leike Realtors, Inc.

LICENSES & AFFILIATIONS

- State Certified General Real Estate Appraiser - TN - 4/98 - #CG-1434 (current)
- State Certified Residential Real Estate Appraiser - TN - 4/96 - #CR-1434 (converted to CG)
- Affiliate Broker State of Tennessee – through 2004

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EXPERIENCE

Performed various assignments on many types of land uses and existing and proposed commercial, office and industrial buildings, in the Memphis and surrounding areas.

Performed market and feasibility studies and various other reports on different types of hotel/motel properties, both existing and proposed, in the continental U.S.

CITIES AND REGIONS SERVED

Tennessee - Memphis, Bartlett, Collierville, Germantown, Cordova, Millington, Covington, Brighton, Arlington, Lakeland, and unincorporated areas of Shelby, Tipton, and Fayette counties.

Mississippi - Southaven, Olive Branch, Oxford, Horn Lake, Hernando, Walls, and unincorporated areas of DeSoto and Marshall counties.

Arkansas - West Memphis, Marion, and unincorporated areas of Crittenden County.

Continental United States for Hotel/motel properties

PROPERTY TYPES APPRAISED

<i>INDUSTRIAL</i>	<i>COMMERCIAL</i>	<i>RESIDENTIAL</i>	<i>SPECIAL USE</i>
<i>Warehouse</i>	<i>Office</i>	<i>Vacant Land</i>	<i>Hotel</i>
<i>Distribution</i>	<i>Free Standing</i>	<i>Subdivisions</i>	<i>Motel</i>
<i>Manufacturing</i>	<i>Vacant Land</i>	<i>Single-family</i>	<i>Conference Center</i>
<i>Vacant Land</i>	<i>Retail</i>	<i>2-4 Family</i>	

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PARTIAL CLIENT LIST

Allstate	FedEx	Love Funding
American General Life and Accident Insurance Co.	Financial Federal Savings Bank	M&F Bank
Arlington Community Bank	First Alliance Bank	Magna Bank
BanscorpSouth	First Capital Bank	Malco Theaters
Bank fo America	First Citizens National Bank	MetLife
Bank of Bartlett	First Horizon National Corp.	The Money Store
Bank of Fayette County	First Tennessee Bank N.A.	Oakland Deposit Bank
BankPlus	FirstBank	Paragon National Bank
Bank Tennessee	GE Capital Corp.	Patriot Bank
Barclays	GE Small Business Capital Corp.	Peoples Bank & Trust Co.
Brighton Bank	GMAC Commercial Mortgage	Regions Banks
Cadence Bank	Independent Bank	Renasant Bank
Commercial Bank & Trust	InSouth Bank	Trammell Crow
Community Bank N.A.	International Paper	Truiumph Bank
Cooper Realty Investments	Landmark Community Bank	Trustmark Bank
FDIC	Laureate Capital	Wachovia Bank

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